

## Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 R

DRAFTED BY COM:OED:DEPD: PAULETTE WOLFSON:JW

APPROVED BY EB/OCA/REP/BEBYRON

COM:OED:DEPD: JAMILLER

COM:OED:DEPD: RLPRITCHARD

NEA/ARP/GLUMSDEN (INFO)

----- 114510

R 102219Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

UNCLAS STATE 053533

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: FOREIGN BUYER PROGRAM: VISIT W.J. TOWELL

--- REPRESENTATIVE

REF: KUWAIT 0986

1. NEW YORK FIRMS MENTIONED REFTEL CONTACTED. PFIZER INC. SUGGESTS TOWELL REPRESENTATIVES CONTACT PFIZER CORPORATION, PICADILLY CENTER, 6TH FLOOR, HAMRA STREET, BEIRUT LEBANON, V.P. MID-EAST, N. ASGHER, PHONE 340-263. ALL DECISIONS RE AREA REPRESENTATIVE MADE THROUGH BEIRUT OFFICE.

2. FABERGE CONTACT, JAY STARR, V.P. INTERNATIONAL SALES, SAID ALL MID-EAST SALES NEGOTIATED THROUGH ED TAKLA, AMERICAN EASTERN LTD., P.O. BOX SASAT NUMBER 1482, KUWAIT, ARABIAN GULF AND SUGGEST TOWELL REPRESENTATIVE CONTACT HIM.

3. PETER PFLUGK, V.P. REGIONAL DIRECTOR, ESTEE LAUDER INC., 767 5TH AVENUE, NEW YORK, (212) 826-3600, SAID FIRM, WHICH ALSO MANUFACTURERS ARAMIS PRODUCTS, ALREADY DISTRIBUTES IN KUWAIT BUT AT PRESENT NOT DISTRIBUTING IN MUSCAT, SYRIA, OR JORDAN. PFLUGK WOULD APPRECIATE A LETTER EXPLAINING TOWELL'S INTERESTS BEFORE ARRANGING MEETING.

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4. REFTEL SENT TO NEW YORK AND CINCINNATI DISTRICT OFFICES FOR THEIR RECOMMENDATIONS. AL NADLER IS OFFICER TO CONTACT IN NEW YORK DISTRICT OFFICE. MICHAEL HIGGINS IN CHARGE OF COLUMBUS, IS CONTACT IN CINCINNATI DISTRICT OFFICE.

5. LISTS OF EXHIBITORS AT 1974 HARDWARE SHOW AND AT 1975 NATIONAL HOUSEWARES SHOW INTERESTED IN EXPORT MAILED POST FOR TOWELL INFORMATION.

6. USDOC/BIC PROJECT OFFICER PAULETTE WOLFSON, BIC/OED, ROOM 2322, WASHINGTON, D.C. 20230 (202) 967-3265. IS INVESTIGATING WASHINGTON CONTACTS. INGERSOLL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975STATE053533  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** OED:DEPD: PAULETTE WOLFSON:JW  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750084-0479  
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**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Handling Restrictions:** n/a  
**Reference:** 75 KUWAIT 0986  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CollinP0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 10 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <10 JUN 2003 by BrownAM>; APPROVED <26 FEB 2004 by CollinP0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN BUYER PROGRAM: VISIT W.J. TOWELL --- REPRESENTATIVE  
**TAGS:** BEXP, KU  
**To:** KUWAIT  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006